

SUNPOWER™



# SunPower – The Next Generation

Tom Werner / June 21, 2010

*SVEF Education Forum*

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This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that do not represent historical facts and may be based on underlying assumptions. SunPower uses words and phrases such as "expects," "believes," "plans," "anticipates," "continue," "growing," "will," to identify forward-looking statements in this presentation, including forward-looking statements regarding: (a) plans and expectations regarding the company's cost reduction roadmap, (b) cell manufacturing ramp plan, (c) financial forecasts, (d) future government award funding, (e) future solar and traditional electricity rates, and (f) trends and growth in the solar industry. Such forward-looking statements are based on information available to the company as of the date of this release and involve a number of risks and uncertainties, some beyond the company's control, that could cause actual results to differ materially from those anticipated by these forward-looking statements, including risks and uncertainties such as: (i) the company's ability to obtain and maintain an adequate supply of raw materials and components, as well as the price it pays for such; (ii) general business and economic conditions, including seasonality of the industry; (iii) growth trends in the solar power industry; (iv) the continuation of governmental and related economic incentives promoting the use of solar power; (v) the improved availability of third-party financing arrangements for the company's customers; (vi) construction difficulties or potential delays, including permitting and transmission access and upgrades; (vii) the company's ability to ramp new production lines and realize expected manufacturing efficiencies; (viii) manufacturing difficulties that could arise; (ix) the success of the company's ongoing research and development efforts to compete with other companies and competing technologies; and (x) other risks described in the company's Annual Report on Form 10-K for the year ended January 3, 2010, and other filings with the Securities and Exchange Commission. These forward-looking statements should not be relied upon as representing the company's views as of any subsequent date, and the company is under no obligation to, and expressly disclaims any responsibility to, update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.

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# Contents

- Overview
- The Opportunity and Challenge
- The SunPower Foundation

# SunPower Today

- >1 GW solar PV deployed
- Diversified portfolio: roofs to power plants
- >1000 dealers and growing rapidly
- 4+ GW power plant pipeline
- 2009 revenue of \$1.5B
- 550 MW 2010 production
- 5,000+ Employees; 100% solar
- Publicly listed NASDAQ: SPWRA, SPWRB



**Residential**

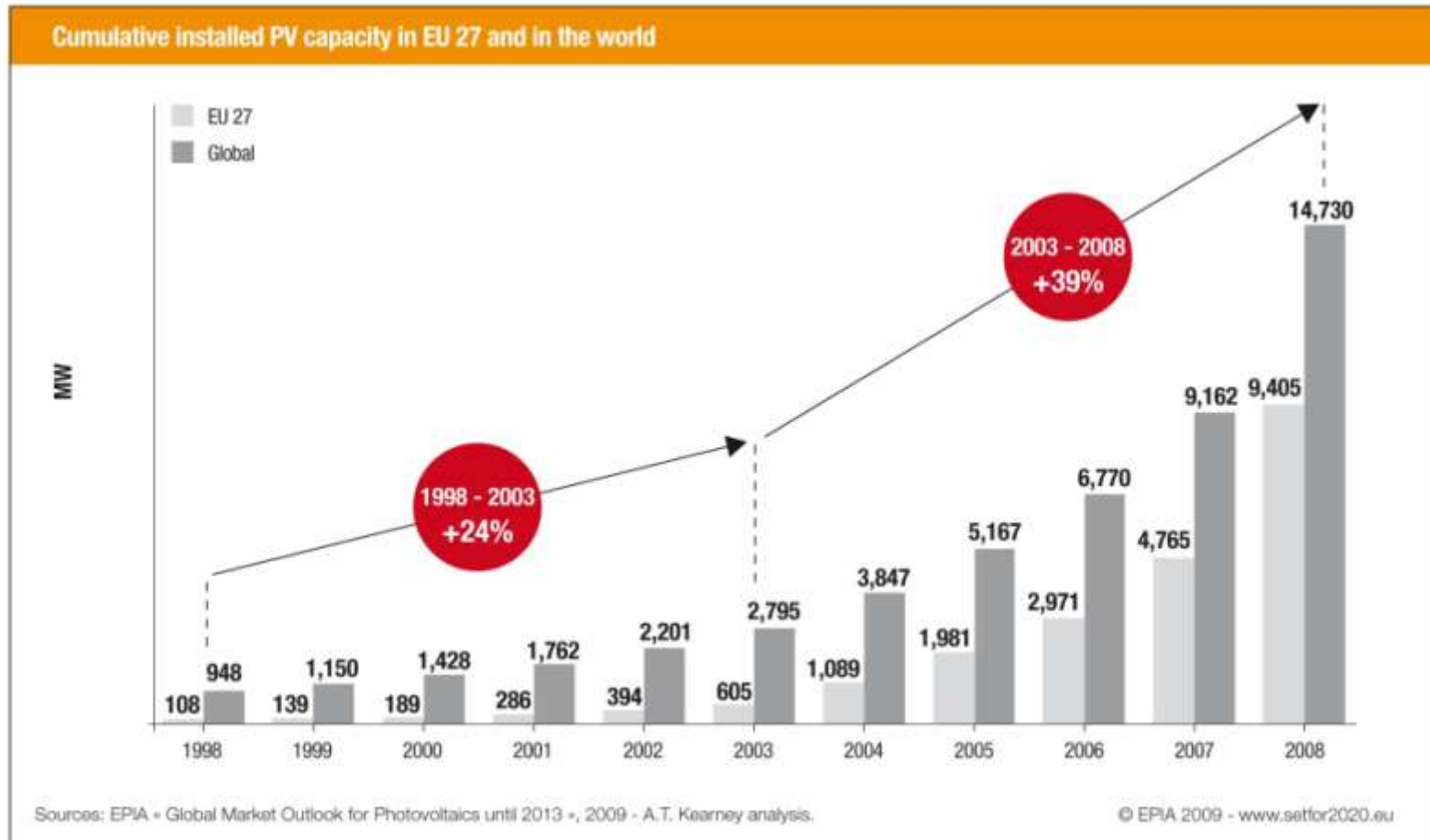


**Commercial**



**Power Plants**

# Global Cumulative Installed PV



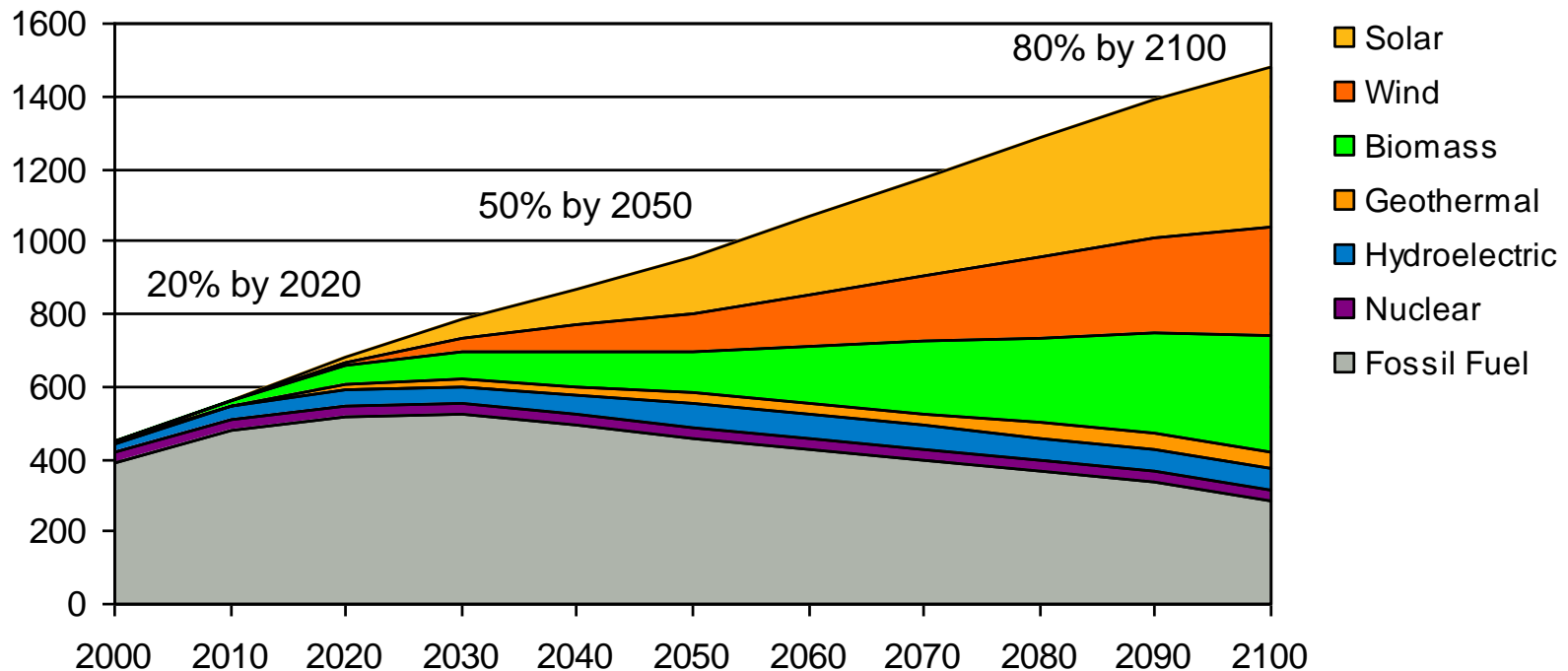
Source: European Photovoltaic Industry Association

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# Solar's Role in Climate Stabilization

Continuing at Recent Growth Rates, Renewable Energy Can Achieve Atmospheric Carbon Stabilization

Examples of Global Primary Energy



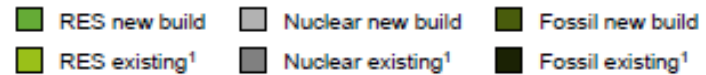
Source: Don Aitken adapted from Bull and Billman, NREL 2004

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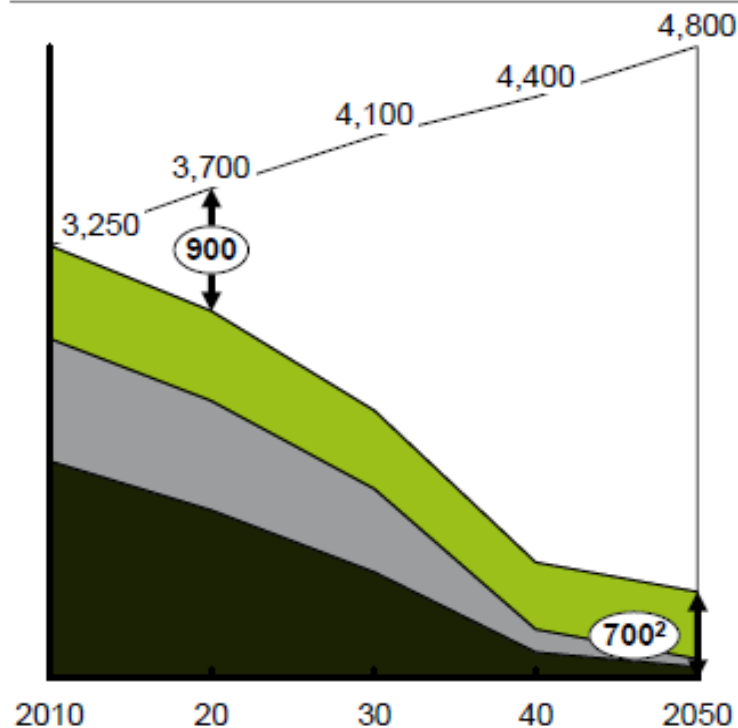
# Power Generation and Capacity Mix

Current plants are assumed to retire at the end of a fixed lifetime

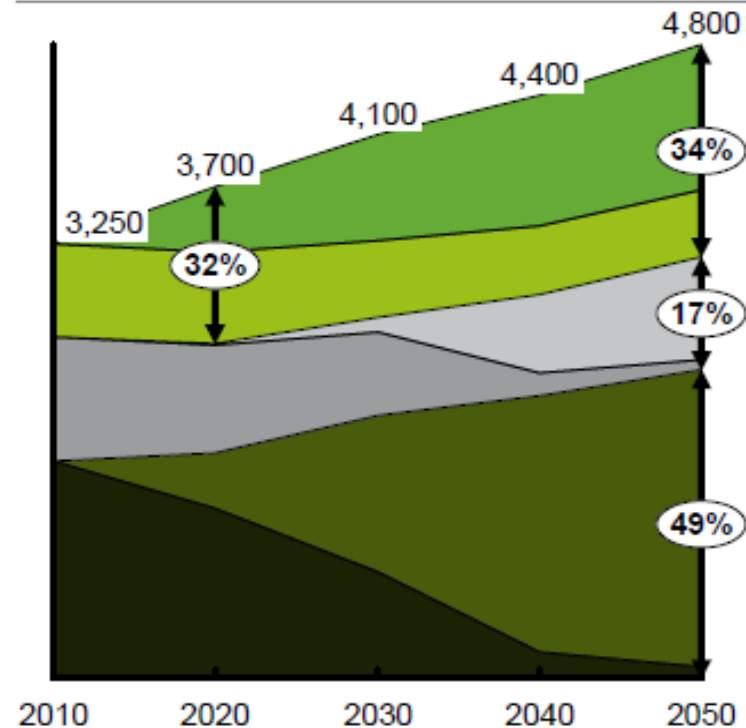
EU-27, Norway and Switzerland, TWh per year



Production from existing and planned power supply and forecasted power demand



Baseline power supply development and forecasted power demand



<sup>1</sup> Existing capacity includes plants under construction  
<sup>2</sup> RES capacity remaining in 2050 is entirely made of hydropower plants

Source: McKinsey, April 2010

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# Engineering is Elementary



In a Glen Rock, N.J., kindergarten, testing a wolf-proof house.  
Ozier Muhammad/The New York Times Published: June 13, 2010

*“We say they’re born engineers — they naturally want to solve problems — and we tend to educate it out of them.”*

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## Education

“We’re proud to serve as a model for educational institutions statewide and across the nation in achieving energy sustainability and preserving the environment, while reducing energy costs and thereby maximizing resources for students.”

— Martha J. Kanter, Chancellor, Foothill-DeAnza Community College District

### School Districts

Natomas Unified School District  
Los Angeles Unified School District  
Kearny School District  
Margate School District  
San Ramon Valley Unified School District  
San Mateo Union High School District

### Community Colleges

Los Angeles Community College District  
Glendale Community College  
California Community Colleges  
Cape Cod Community College  
Foothill-De Anza Community College District

### Universities

Harvard Business School  
UC Santa Barbara  
UC Berkeley  
California State University  
Loyola Marymount University  
New Paltz University  
Monmouth University  
University of Wyoming

CSU EBAY  
Hayward, CA



Natomas High School  
Sacramento, CA



Pierce College  
Los Angeles, CA



Tracker Rendering  
Dougherty High School  
San Ramon, CA



## California Schools

Number of Public School Districts	1,353
Number of Buildings	9,000
Roof Space(ft <sup>2</sup> )	126 million
* Capacity for Solar on School Roofs	1,200 MWp

\* Not including the potential for solar on parking lots.

For more information, contact Bill Kelly:

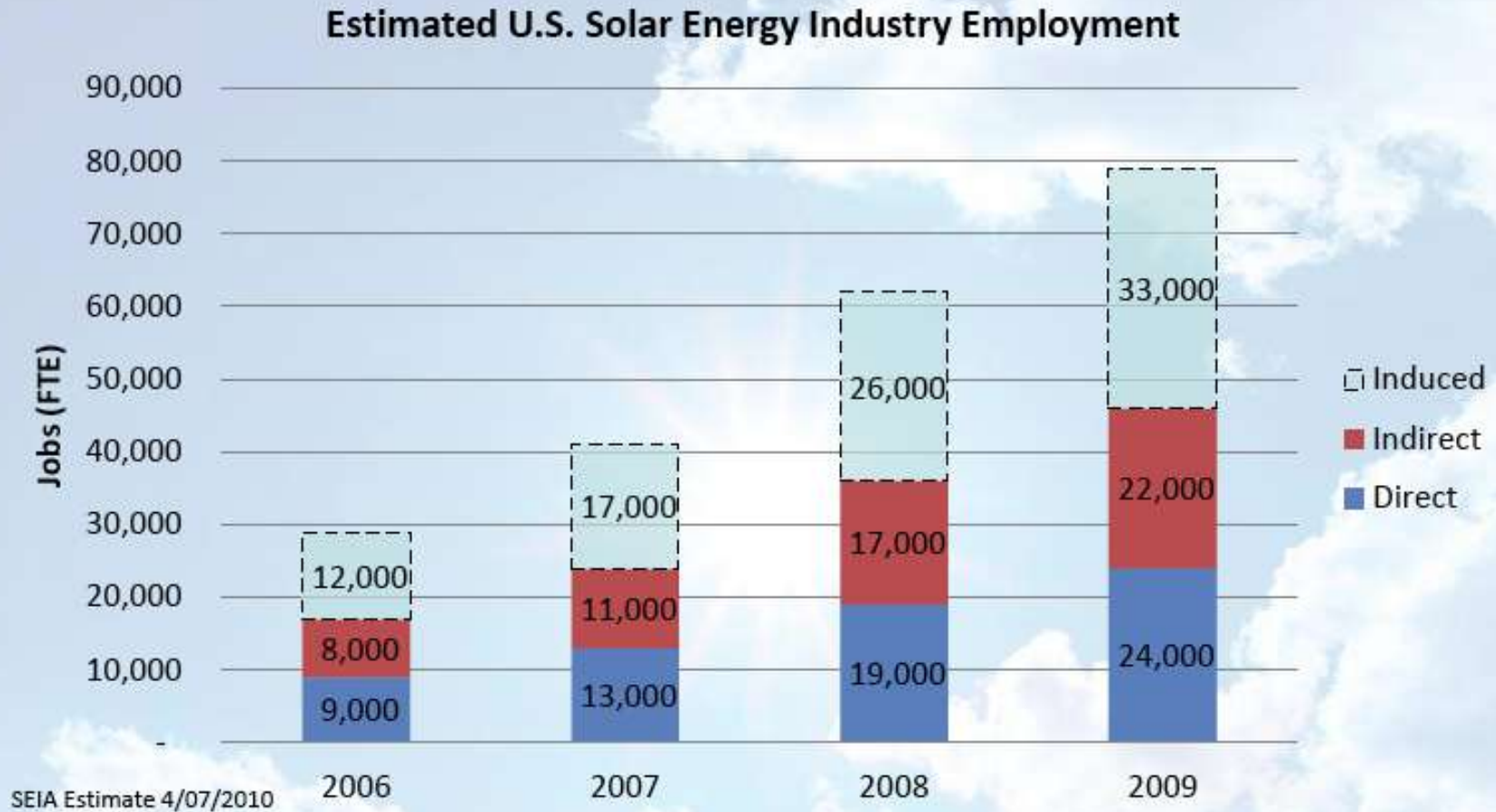
[Bill.Kelly@SunPowerCorp.com](mailto:Bill.Kelly@SunPowerCorp.com)

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# Solar Job Prospects are Growing

## The Solar Industry Employed 46,000 Americans in 2009



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## FOSSIL ENERGY

- Fossil Energy
- Educational Activities
- Mickey Leland Energy Fellowships
- Technical Career Intern Program
- [Energy Lessons](#)
- University Research

### OFFICES & FACILITIES

### STAY CONNECTED



### QUICK REFERENCE

- Fossil Energy Project Data
- International Activities
- Global CCS Project Database
- R&D Commercial Successes
- Fossil Energy Video Gallery
- Fossil Energy Site Map

You are here: [Educational Activities](#) > [Energy Lessons](#)

### Learning About Fossil Fuels - For Younger Students



#### Coal

Coal is our most abundant and lowest cost fuel for making electricity. New technology is making it cleaner.

- an **Energy lesson**
  - Part 1: Cleaning Up Coal
  - Part 2: The Clean Coal Technology Program
  - Part 3: Knocking the NOx Out of Coal
  - Part 4: A "Bed" for Burning Coal?
  - Part 5: The Cleanest Coal Technology - A Real Gas

- **Fossil Energy study guides**
  - Introduction to Coal
  - How Coal Formed
  - History of Coal Use
  - Coal Mining and Transportation



#### Oil

We still have a lot of oil left in the ground. Learn how we can get more of this valuable fuel from underground rocks.

- an **Energy lesson**
  - Part 1: Looking Down an Oil Well
  - Part 2: Squeezing Oil Out of the Earth
  - Part 3: Washing More Oil From Rocks
  - Part 4: Soap, Bugs and Other Ways to Produce Oil



#### Natural Gas

We've all seen the blue flame on top of a gas stove or beneath a gas furnace. But where do we get the gas that fuels the flame?

- an **Energy lesson**
  - Part 1: Fueling the Blue Flame
  - Part 2: The History of Natural Gas
  - Part 3: Getting Gas from the Ground...and the Sea

Introducing...  
**Dr. H. Carbon**

who will reveal some fascinating facts about fossil fuels.



*Dr. H. Carbon will appear in this spot throughout several of the following pages to ask you questions about fossil fuels (and give you the answers).*

# SunPower Foundation



- A non-profit organization focused on empowering, inspiring and motivating a new generation of solar leaders in communities around the world.
- A global leader seeking to promote education on energy topics
- First Foundation of its kind entirely funded by a solar power company

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# The next solar power is *you*.

## Our Projects and Partners

The SunPower Foundation has joined with partners to educate, inspire, and help people around the world utilize energy and the power of the sun.

- SunPower Foundation Projects
- Partners



# 100 People Under the Sun

If the world were 100 people, 76 would have electricity.

- Global Energy Education
  - 174 Schools, 46 Countries
- Project based learning
  - Teaching Videos
  - Lesson Plan
- Identify, Investigate, Nominate

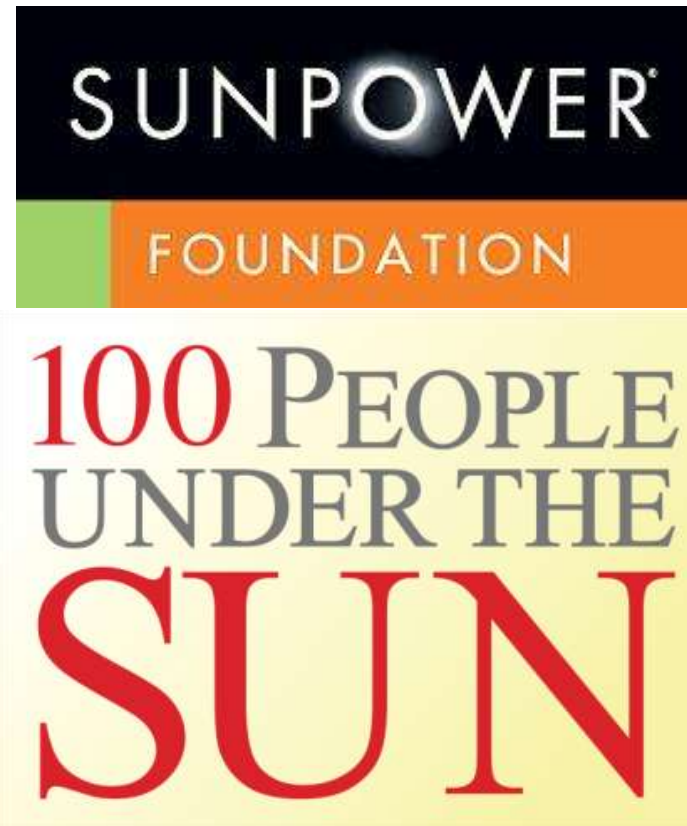
100 PEOPLE  
UNDER THE  
SUN

SUNPOWER  
FOUNDATION



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**In a world where we need more from less, do you know where your power comes from?**



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# The Tech – Leading the Next Generation

- Partner: Circle 1 Network  
– [www.kidscom.com](http://www.kidscom.com)
- Fun, interactive virtual environment to stimulate learning.
- Activities tied to STEM standards



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# How to partner with the SunPower Foundation

- Learn more:
  - Stay connected – [www.sunpower.org](http://www.sunpower.org)
  - For our friends – [www.facebook.com/SunPowerFoundation](http://www.facebook.com/SunPowerFoundation)
  - For our tweets – sunpeople
- Join our local partners: The Tech, SVEF, SVLG – Sustainable Valley Foundation, and RAFT
- Participate in our 100 People Under the Sun effort
- Kidscom.com – Visit the virtual Tech museum, and more soon.

Contact:

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# THANK YOU

[www.sunpowercorp.com](http://www.sunpowercorp.com)